

| FARM NUMBERS, 2002-2005 |        |        |        |        |
|-------------------------|--------|--------|--------|--------|
| Item                    | 2002   | 2003   | 2004   | 2005   |
| Thousands               |        |        |        |        |
| Number of Farms         | 87.5   | 87.0   | 85.0   | 84.0   |
| Land In Farms           | 11,700 | 11,600 | 11,600 | 11,600 |

| FARM INCOME AND VALUE ADDED DATA, 2004-2005 |           |           |
|---|-----------|-----------|
| Item  | 2004      | 2005      |
| Thousand Dollars                            |           |           |
| Value of agricultural sector production     | 3,492,781 | 3,413,069 |
| - Purchased inputs                          | 1,877,548 | 1,780,295 |
| +Net government transactions                | 33,717    | 356,457   |
| =Gross value added                          | 1,648,950 | 1,989,231 |
| - Capital consumption                       | 613,976   | 642,609   |
| =Net value added                            | 1,034,974 | 1,346,622 |
| - Payments to stakeholders                  | 438,861   | 452,432   |
| =Net farm income                            | 596,113   | 894,190   |

| LEADING COMMODITIES FOR CASH RECEIPTS |                                   |                   |            |
|---------------------------------------|-----------------------------------|-------------------|------------|
| RANK                                  | 2005                              |                   |            |
|                                       | Item                              | Value of Receipts | % of Total |
|                                       |                                   | \$1,000           |            |
|                                       | All Commodities                   | 2,524,891         | 100.0      |
|                                       | Livestock & Products              | 1,266,805         | 50.2       |
|                                       | Crops                             | 1,258,086         | 49.8       |
|                                       | 1 Cattle & Calves                 | 500,488           | 19.8       |
|                                       | 2 Broilers                        | 431,161           | 17.1       |
|                                       | 3 Greenhouse/Nursery <sup>1</sup> | 272,682           | 10.8       |
|                                       | 4 Soybeans                        | 248,198           | 9.8        |
|                                       | 5 Cotton                          | 233,006           | 9.2        |
|                                       | 6 Dairy Products                  | 175,680           | 7.0        |
|                                       | 7 Corn                            | 150,518           | 6.0        |
|                                       | 8 Tobacco                         | 109,396           | 4.3        |
|                                       | 9 Hogs                            | 52,995            | 2.1        |
|                                       | 10 Hay                            | 49,256            | 2.0        |
|                                       | 11 Tomatoes                       | 42,432            | 1.7        |
|                                       | 12 Eggs                           | 34,478            | 1.4        |
|                                       | 13 Wheat                          | 29,367            | 1.2        |
|                                       | 14 Snap Beans                     | 23,832            | 0.9        |
|                                       | 15 Grain Sorghum                  | 3,005             | 0.1        |
|                                       | 16 Apples                         | 2,416             | 0.1        |
|                                       | 17 Peaches                        | 2,304             | 0.1        |
|                                       | 18 Farm Chickens                  | 1,726             | 0.1        |
|                                       | 19 Squash                         | 1,516             | 0.1        |
|                                       | 20 Sheep and Lambs                | 956               | 0.0        |

<sup>1</sup>Includes commercial floriculture.

Source: Economic Research Service, U.S. Department of Agriculture, August 2005.

| CROP SUMMARY 2004-2006      |         |           |      |            |             |               |            |
|-----------------------------|---------|-----------|------|------------|-------------|---------------|------------|
| Crop and Year               | Acreage |           | Unit | Yld / Acre | Prod. Units | Mkt.Yr Avg Pr | Value Prod |
|                             | Planted | Harvested |      |            |             |               |            |
| (000) Acres                 |         |           |      | (000)      |             | \$            | \$ (000)   |
| CORN <sup>1</sup>           |         |           |      |            |             |               |            |
| 2004                        | 680     | 615       | bu.  | 140.0      | 86,100      | 2.17          | 186,837    |
| 2005                        | 650     | 595       |      | 130.0      | 77,350      | 1.95          | 150,833    |
| 2006                        | 600     | 540       |      | 120.0      | 64,800      |               |            |
| COTTON, Lint <sup>2</sup>   |         |           |      |            |             |               |            |
| 2004                        | 530     | 525       | lbs. | 900        | 984         | .405          | 191,290    |
| 2005                        | 640     | 635       |      | 848        | 1,122       | .471          | 253,662    |
| 2006                        | 700     | 695       |      | 863        | 1,250       |               |            |
| SOYBEANS <sup>1</sup>       |         |           |      |            |             |               |            |
| 2004                        | 1,210   | 1,180     | bu.  | 41.0       | 48,380      | 5.58          | 269,960    |
| 2005                        | 1,130   | 1,100     |      | 38.0       | 41,800      | 5.55          | 231,990    |
| 2006                        | 1,120   | 1,090     |      | 38.0       | 41,420      |               |            |
| TOBACCO:<br>DARK FIRE-CURED |         |           |      |            |             |               |            |
| 2004                        | -       | 5.72      | lbs. | 3,115      | 17,816      | 2.547         | 45,376     |
| 2005                        | -       | 5.50      |      | 3,000      | 16,500      | 2.410         | 39,765     |
| 2006                        | -       | 5.60      |      | 3,100      | 17,360      |               |            |
| BURLEY                      |         |           |      |            |             |               |            |
| 2004                        | -       | 24        | lbs. | 1,920      | 46,080      | 1.980         | 91,238     |
| 2005                        | -       | 17        |      | 2,000      | 34,000      | 1.600         | 54,400     |
| 2006                        | -       | 14        |      | 2,100      | 29,400      |               |            |
| DARK AIR-CURED              |         |           |      |            |             |               |            |
| 2004                        | -       | .54       | lbs. | 2,750      | 1,485       | 2.120         | 3,148      |
| 2005                        | -       | .45       |      | 2,600      | 1,170       | 2.200         | 2,574      |
| 2006                        | -       | .40       |      | 2,800      | 1,120       |               |            |
| HAY:<br>ALFALFA             |         |           |      |            |             |               |            |
| 2004                        | -       | 35        | tons | 3.80       | 133         | 105.00        | 13,965     |
| 2005                        | -       | 35        |      | 3.20       | 112         | 120.00        | 13,440     |
| 2006                        |         | 35        |      |            |             |               |            |
| OTHER                       |         |           |      |            |             |               |            |
| 2004                        | -       | 1,900     | tons | 2.50       | 4,750       | 51.00         | 242,250    |
| 2005                        | -       | 1,850     |      | 2.30       | 4,255       | 54.00         | 229,770    |
| 2006                        |         | 1,800     |      | 2.20       | 3,960       |               |            |
| ALL                         |         |           |      |            |             |               |            |
| 2004                        | -       | 1,935     | tons | 2.52       | 4,883       | 52.00         | 256,215    |
| 2005                        | -       | 1,885     |      | 2.32       | 4,367       | 56.00         | 243,210    |
| 2006                        | -       | 1,835     |      |            |             |               |            |
| WHEAT, WINTER <sup>1</sup>  |         |           |      |            |             |               |            |
| 2004                        | 400     | 280       | bu.  | 49.0       | 13,720      | 3.48          | 47,746     |
| 2005                        | 240     | 150       |      | 56.0       | 8,400       | 3.35          | 28,140     |
| 2006                        | 280     | 190       |      | 61.0       | 11,590      |               |            |
| TOMATOES, Fresh Market      |         |           |      |            |             |               |            |
| 2004                        | 6.4     | 5.9       | cwt. | 200        | 1,180       | 34.00         | 40,120     |
| 2005                        | 5.6     | 5.2       |      | 240        | 1,284       | 34.00         | 42,432     |
| SNAP BEANS, Fresh Market    |         |           |      |            |             |               |            |
| 2004                        | 10.0    | 7.6       | cwt. | 48         | 365         | 33.00         | 12,045     |
| 2005                        | 11.0    | 10.5      |      | 63         | 662         | 36.00         | 23,832     |
| SQUASH, Fresh & Processed   |         |           |      |            |             |               |            |
| 2004                        | 1.2     | 1.0       | cwt. | 95         | 95          | 22.30         | 2,116      |
| 2005                        | 1.2     | 1.0       |      | 83         | 83          | 18.30         | 1,516      |

<sup>1</sup> Planted for all purposes and harvested acreage and production for grain.

<sup>2</sup> Cotton production shown in 480 lb. net weight bales.

| TOP RANKING LIVESTOCK COUNTIES |            |         |            |
|--------------------------------|------------|---------|------------|
|                                | First      | Second  | Third      |
| All Cattle                     | Greene     | Lincoln | Giles      |
| Beef Cows                      | Lincoln    | Greene  | Giles      |
| Milk Cows                      | Greene     | McMinn  | Monroe     |
| All Hogs                       | Henry      | Weakley | Gibson     |
| All Equine                     | Rutherford | Wilson  | Williamson |

| TOP RANKING CROP COUNTIES |           |          |            |
|---------------------------|-----------|----------|------------|
|                           | First     | Second   | Third      |
| Soybeans                  | Obion     | Dyer     | Gibson     |
| Corn                      | Obion     | Weakley  | Gibson     |
| Wheat                     | Robertson | Gibson   | Obion      |
| Cotton                    | Haywood   | Crockett | Tipton     |
| Tobacco                   | Robertson | Macon    | Montgomery |
| Hay                       | Greene    | Bedford  | Maury      |

| TENNESSEE'S RANK IN U.S. |      |                  |
|--------------------------|------|------------------|
|                          | Rank | Rank             |
| Equine                   | 2    | Sorghum 13       |
| Meat Goats               | 2    | Broilers 13      |
| Snap Beans               | 3    | All Cattle 14    |
| Tobacco                  | 3    | Soybeans 16      |
| Farm Numbers             | 4    | Corn 18          |
| Other Hay                | 4    | All Hogs 24      |
| Tomatoes                 | 6    | Winter Wheat 25  |
| Cotton                   | 7    | Milk Cows 28     |
| Beef Cows                | 9    | Sheep & Lambs 31 |

| LIVESTOCK BY CLASS<br>January 1, 2004 - 2006 |       |       |       |
|--|-------|-------|-------|
| Classes                                      | 2004  | 2005  | 2006  |
| THOUSAND HEAD                                |       |       |       |
| All Cattle and Calves                        | 2,210 | 2,170 | 2,240 |
| All Cows that have Calved                    | 1,180 | 1,150 | 1,180 |
| Beef Cows                                    | 1,103 | 1,078 | 1,110 |
| Milk Cows                                    | 77    | 72    | 70    |
| Heifers 500 lbs or More                      | 285   | 310   | 310   |
| Beef Cow Replacement                         | 185   | 195   | 185   |
| Milk Cow Replacement                         | 35    | 40    | 40    |
| Other Heifers                                | 65    | 75    | 85    |
| Steers 500 lbs or More                       | 110   | 115   | 125   |
| Bulls 500 lbs or More                        | 75    | 75    | 75    |
| Calves, under 500 lbs                        | 560   | 520   | 550   |
| All Sheep and Lambs                          | 22    | 23    | 27    |
| Meat Goats                                   | n/a   | 98    | 103   |
| Milk Goats                                   | n/a   | 6.2   | 6.2   |
| All Hogs and Pigs <sup>1</sup>               | 215   | 215   | 190   |
| Total Layers <sup>1</sup>                    | 1,340 | 1,344 | 1,292 |
| Total Pullets <sup>1</sup>                   | 755   | 866   | 624   |
| Other Chickens <sup>1 2</sup>                | 165   | 190   | 164   |
| All Chickens <sup>1 2</sup>                  | 2,260 | 2,400 | 2,080 |

<sup>1</sup> Dec.1 of Previous Year. <sup>2</sup> Excludes Commercial Broilers.

**MILK: PRODUCTION, PRICE, AND VALUE, 2004 & 2005**

|   | UNIT     | 2004    | 2005    |
|---|----------|---------|---------|
| Number of Milk Cows on Farms                  | Thou.    | 75      | 70      |
| Milk per Milk Cow                             | Pounds   | 15,400  | 15,743  |
| Total Milk                                    | Mil lbs. | 1,155   | 1,102   |
| Cash Receipts                                 | Thou. \$ | 193,368 | 175,680 |
| Average Price Received Per 100 Pounds of Milk | Dollars  | 16.80   | 16.00   |
| Value of Milk Produced                        | Thou. \$ | 194,040 | 176,320 |

**EQUINE: NUMBERS AND VALUE, JANUARY 1, 2004**

|                          | Inventory | Value / Head | Total Value |
|--------------------------|-----------|--------------|-------------|
|                          | Number    | Dollars      | Mil \$      |
| Tennessee Walker Quarter | 62,000    | 4,313        | 267.4       |
| Donkey and Mule          | 47,000    | 2,647        | 124.4       |
| Spotted Saddle           | 20,800    | 764          | 15.9        |
| American Standard        | 9,100     | 1,747        | 15.9        |
| All other Breeds         | 6,100     | 2,557        | 15.6        |
| Total                    | 65,000    | 1,935        | 125.8       |
|                          | 210,000   | 2,690        | 565.0       |

**NURSERY PRODUCTION, 2003<sup>1</sup>**

| Category                        | Producers | Number Sold | Gross Sales | % Sales Wholesale |
|---------------------------------|-----------|-------------|-------------|-------------------|
|                                 | Number    | (000)       | \$(000)     | Percent           |
| Broadleaf Evergreens            | 103       | 1,546       | 11,591      | 87                |
| Coniferous Evergreens           | 91        | 1,404       | 9,322       | 81                |
| Deciduous Shade Trees           | 122       | 1,597       | 29,083      | 93                |
| Deciduous Flowering Trees       | 130       | 2,926       | 27,235      | 92                |
| Deciduous Shrubs                | 103       | 2,386       | 8,773       | 87                |
| Fruit and Nut Plants            | 26        | 1,414       | 7,386       | 83                |
| Ornamental Grasses              | 24        | 66          | 332         | 90                |
| Other Woody Ornamentals & Vines | 30        | 2,968       | 2,248       | 97                |
| Christmas Trees                 | 4         | 14          | 187         | 92                |
| Propagation Material            | 61        | n/a         | 12,510      | 99                |
| Total                           |           |             | 108,667     |                   |

<sup>1</sup>Includes only operations with \$100,000+ in sales.

**AGRICULTURAL LAND VALUES AND CASH RENTS:  
JANUARY 1, 2000-2005**

| Year | Farm Real Estate <sup>2</sup> | Cropland       |                    | Pasture        |                    |
|------|-------------------------------|----------------|--------------------|----------------|--------------------|
|      | Value per Acre                | Value per Acre | Cash Rent per Acre | Value per Acre | Cash Rent per Acre |
| 2000 | 2,100                         | 2,120          | 60.00              | 2,050          | 18.00              |
| 2001 | 2,200                         | 2,200          | 59.50              | 2,150          | 18.00              |
| 2002 | 2,300                         | 2,270          | 60.50              | 2,250          | 17.00              |
| 2003 | 2,400                         | 2,350          | 62.00              | 2,350          | 17.50              |
| 2004 | 2,500                         | 2,420          | 67.00              | 2,450          | 19.00              |
| 2005 | 2,700                         | 2,600          | 67.00              | 2,620          | 18.00              |

<sup>2</sup>Includes land and buildings.

## AGRICULTURE A \$38.8 BILLION CONTRIBUTION TO THE TENNESSEE ECONOMY

Tennessee's agricultural sector includes farming and related industries, as well as value-added food and fiber products, processing, and manufacturing.

Tennessee's agriculture accounts for 11.7 percent of the state's economy and generates \$38.8 billion in output.

About 214,000 Tennesseans are employed by agriculture, with 126,000 employed (both full and part-time) in agricultural production.

Raw agricultural products generate over \$2 billion in farm cash receipts annually. Food and kindred products manufacturing add value in excess of \$5.3 billion

Over 40 percent of Tennessee's total land area is in farmland, with cropland accounting for more than 63 percent of farm land.

Cattle and calves, broilers, nursery, soybeans, and cotton comprise two-thirds of the cash receipts from farm marketings.

Tobacco, soybeans, cotton, wheat, and poultry are important contributors to Tennessee's agricultural exports. Major markets for Tennessee's exports include Canada, Mexico, United Kingdom, and Japan.

More than 14 million acres of farm and non-farm forest lands produce income of around \$370 million in timber sales annually.

### DIRECT AND TOTAL EFFECTS OF AGRICULTURE ON THE TENNESSEE ECONOMY

|                         | <u>Direct Effects</u> | <u>Total Effects</u> |
|-------------------------|-----------------------|----------------------|
| Total Industrial Output | \$20.8 billion        | \$38.8 billion       |
| Employment              | 214,426               | 417,255              |
| Wages and Salaries      | \$3.3 billion         | \$8.8 billion        |
| Value-added             | \$6.0 billion         | \$15.7 billion       |

Source: Agri-Industry Modeling & Analysis Group (AIM-AG), University of Tennessee, Institute of Agriculture, Department of Agricultural Economics and Rural Sociology.



## Tennessee Agriculture Quick Facts

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